



# Team Leader

## Romford

### Overview

This is an exciting role working with the future stars of IT sales at CCS Media. We are committed to creating the best account manager's in our industry. We are looking for Team Leaders who share the same vision. No day is ever the same, working with apprentices, so we are looking for individuals that can stimulate and motivate a young and energetic team. The ideal candidate will proactively lead and assist the apprentices with growing their account bases. One to one live call coaching, helping to close opportunities and demonstrating how to cold call are all in a day's work!

### Essential Requirements

- Must have Reseller Account Manager experience
- Good knowledge of Technology / IT products
- Must have energy and personality
- Must have cold calling experience

### Preferred Requirements

- Team Leader experience
- Extrovert personality
- Ability to relate to apprentices

### Duties to include, but not limited to:

- Call monitoring and development
- Side by side call coaching to identify individual training needs
- Ensure team achieve apprenticeship standard
- Manage and improve team performance
- Ensure teams are working to agreed KPI's
- Technology training
- Soft skills training
- Responsible for growing profit levels and pipeline for our strategic vendors